



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS. (202) 447-1103.

April 17, 1981

- 0889- White corn, wheat, sorghum, pulses, and seeds (Venezuela). A) white corn,
0892 wheat, & sorghum, 100,000 mt of each annually; B) pulses, 11,000 mt annually; C) Also interested in cotton, peanut, and sorghum seed. Grades one and two. Grains in bulk; pulses in jute bags 100 lbs; and seeds in jute bags 100 lbs. Quality certificate, phyto-sanitary certificate and fumigation certificate are required. Quote: CIF - La Guaira, Pto. Cabello, Maracaibo. Bank ref: Banco Latino C.A. Contact: Lic. Jose Torres R., Gotoca, P.O. Box 3142, Valencia 20024, Venezuela, or Calle Los Mijao No. 90-11, El Trigal, Valencia, Venezuela. Telex: 22645 FANAL VE. Phone: (041) 425741 / 422429.
- 0894 Dairy joint venture (Chile). A large dairy establishment in Chile wants a joint venture with an American company to establish and operate a dairy complex in Santiago. Chilean company would provide capital, labor, and milk supply. U.S. company would be expected to provide capital and technology. Bank ref: Banco O'Higgins, Bandera 201. Banco De Concepcion, Huerfanos 1072. All Santiago. Contact: Gerardo Von Unger, Cooperative Agrícola Y Lechera De La Union Ltda. "Colun", Bandera 566, of No. 34, Santiago, Chile. Telex: SGO 94260 LAPIZ. Cable: LAPIZ SANTIAGO. Phone: 63629, 714831.
- 0895 Grocery items (Barbados). Wants a full line of in-house brands of grocery items. Mixed container loads, Grade A quality. Consumer packing and industrial for hotel use. Delivery four to six weeks after date of order. All labeling to be in English. Quote: CIF wherever possible. Bank ref: Barclays Bank International Ltd. Contact: Mr. Goeffrey St. C. Hutchinson, Da Costa & Musson Ltd, P.O. Box 103, Bridgetown, Barbados. Telex: WB 2237. Cable: "DACMUS", BARBADOS. Phone: 809-42-60850.
- 0896 Sterilized cream (Saudi Arabia). Interested in exclusive for private label sterilized homogenized cream: 23 percent butterfat, in 6 oz (170 grams) cans with pull ring, 42 cans in each carton, production/expiry period 2 to 3 years without freezing. Anticipated annual requirement 126,000 cartons (70 container loads of 1795 cartons in each container). Packing under Saudi firm's private label. Saudi firm prepared to send sample of cream to match desired quality to interested producers of dairy products. Contact: Omar S. Batook, Director, Saleh Saeed Batook, P.O. Box 25, Al Khobar, Saudi Arabia. Cable: BATOOK. Telex: 670097 BATOOK SJ. Phone: 8645684/8641084.

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FAS - Univ. of Florida

- 0897 Alfalfa seed (South Africa). Wants one-hundred tons of top quality seed for alfalfa planting in 50 kilogram bags. Delivery soonest - need to plant before end of June. Phytosanitary certificate required and must be USDA approved. Quote: FOB Gulf Port. Bank ref: Barclays Bank, Addo, Cape Province. Contact: M. T. Lawry, Nestchelline Farms, P.O. Box 1, Addo 6105, Cape Province, South Africa. Phone: (041) 28894.
- 0898 Prepared frozen dinners (Canary Islands). Quantity: Not specified. This is a new product in the Canary Islands with good market opportunities. Type: Large variety - meal based on meat, seafood, etc., with vegetables and potatoes, duly separated in the plate. Packaging: Package with plates or trays suitable for oven, micro-wave or other heating mode. Quotations: CIF preferably. Labels should be in Spanish with a list of ingredients and composition. Bank ref: Bilbao. Contact: Carlos Lindstrom, Carlos Lindstrom - Importacion-Exportacion, Edificio Puerto 14-B, Plaza Ingeniero, Manuel Becerra, I, Las Palmas De Gran Canaria. Telex: 95386 AGRMR. Phone: (928) 27 14 52.
- 0899 Dried milk (France). Wants 5,000 tons of dried milk, 26 percent fat and another proposal with zero percent fat. Humidity rate: 4 percent. Quote: CIF Tunis, Tunisia. Contact: Mr. Smida, Agent Commercial, A.C.S. International, 36, Chemin De La Planche Brulee, 01210 Ferney-Voltaire, France. Telex: 385 960 F CODE 544. Phone: (50) 40.74.49.
- 0900- Butter, edible oils, margarine, cheese, rice (Germany). Firm anticipates
0903 purchases of approximately 2 million U.S. dollars of above products. Bank ref: Suechtelner Bank, 4060 Viersen 2. Contact: Takaha KG., J.B.C., Oberbilkler Allee 310; 4000 Dusseldorf, Germany. Telex: 8584052. Phone: 211-775511.
- 0904 Orange oil (Hong Kong). Wants 100-200 mt of sweet orange oil, best quality, drums or according to suppliers' packing, prompt delivery. Quote: CIF Hong Kong. Bank ref: Bank of China, Hong Kong. Contact: Jaime Tse, Asia Trading Company, 11D, 5/F, Humbert Street; Mei Foo; Kowloon, Hong Kong. Telex: 37710 MMC HX. Phone: 3-742-6063.
- 0905 Peanuts (Algeria). Tender with closing date of April 25 for 1,000 metric tons of shelled peanuts and 2,000 metric tons of unshelled. Because of short deadline it is suggested that interested U.S. firms contact ONACO by Telex ASAP for specifications and to state their intention to submit bids. Offers and all correspondence must be in French; all specs. metric. Contact: ONACO, 29 Rue Larbi Ben M'Hidi, Algiers, Algeria. Telex: 52991, 52992. Cable: ONACO A ALGER.
- 0906 Beef variety meats (Japan). (A) Beef hanging tender with skin; (B) Outside skirt with skin; (C) Hook tendon; (D) Tongue; (E) Liver; (F) Intestine. Wants 40 mt each for items (A) and (B). 2.5 mt for items (C) thru (F). The products must be frozen. Specific information including brochures required. Appropriate packaging for export by surface shipment. immediate shipment. Quote: FOB. Bank ref: Hiroshima Sogo Bank. Contact: Takeshi Shiomura, Nichiel Sangyo K.K., No. 2347, Funakoshi-Cho, Aki-Ku, Hiroshima-Shi, Horoshima-Ken, Japan. Telex: 652-729 NICHIEL J. Phone: (08282) 2-7131.
- 0907- Poultry and pork products (Chile). Poultry meat, mechanically deboned;
0908 bacon, skinless, frozen; liver, frozen; skin, (for processing) frozen; hams; boneless, skinless; picnics, boneless, skinless.

100 mt poultry meat and 6 mt pork products. First quality. Cardboard boxes with plastic bags inside. Containerized or palletized. Sanitary certificate required. Interested in being contacted by producers only. Quote: CIF Valparaiso, Chile. Bank ref: Banco Del Trabajo, Bandera 102, and Banco Austral De Chile, Moneda 938, Santiago, Chile. Contact: Juan Kassis Sabag, Cecinas J.K., Avenida Ramon Freire 6664, Maipu, Chile. Telex: 40878 JKSAN. Phone: 793089. 791040. 795060. SANTIAGO.

- 0909 Tallow (England). Industrial tallow fat, 200 metric tons, melting point 38-42, saponification 190-192, free fat, acid 5 percent, color range: 1-3. Packaged in drums. Quote: FOB. Bank ref: Barclays Bank International. Contact: S. Torab, Alpha Two Ltd., 50 Hans Crescent, Knightsbridge, London SW1X ONA, England. Telex: 893717. Phone: 01-581 1805.
- 0910 Arrow root starch (England). Wants arrow root starch, full containers (about 20 tons), 25 or 50 kilos or 50lb/100lb bags. Quote: CIF, UK Port. Bank ref: Midland Bank Ltd., 89 Queen Victoria Street, London EC4. Contact: B. E. Thomas, L. J. Rickards & Co. Ltd., 221-241 Beckenham Road, Beckenham, Kent, England. Telex: 946651. Phone: 01-659 2345.
- 0911 Parsley, rosehip, pectin, acerola powders (Japan). (A) Parsley powder; (B) Rose hip powder; (C) Crude pectin or soft fiber (dried powder) containing pectin and obtained from inner segments of oranges or grapefruits; (D) Acerola powder. 100 to 300 kgs of items (A) and (B); 5 to 6 mt of item (C) and 20 to 60 kgs of item (D) per year. Specific information, a certificate showing that the products contain no preservatives, heavy metals or agricultural chemicals and samples - 100 to 200 G of items (A) and (B); 5 G of item (C) and 5 to 20 G of item (D) are required. Buyer will be willing to pay for samples and incidental charges. Items (A), (B), and (D) must be freeze-dried or air-dried. Appropriate packaging for export by surface shipment. Immediate delivery. Quote: CIF Tokyo and/or FOB. Bank ref: Mitsui Bank Shinjuku Branch, Tokyo. Contact: Yoshiro Gampo, Representative Director, Sapiens Ltd., c/o Mitate Building, 5-11-13, Shinjuku, Shinjuku-Ku, Tokyo, Japan. Telex: YTMTOK J 265-5355. Phone: (03) 350-1466.
- 0912 Seafoods (Germany). Whole salmon, king crab meat, king crabs, lobster meat, lobster tails, snow crab claws, scallops, sole fillets (no gray sole), Newfoundland shrimps (or similar quality). All products should be frozen. Firm supplies retailers, restaurants, etc. Bank ref: Dresdner Bank Ag 5000 Koeln. Contact: Mrs. Kuerten, G. W. Hilling KG, Ulmer Strasse 14-16, 5000 Koeln 60, Germany. Telex: 8885511. Phone: 221-173929.
- 0913 Malt (Venezuela). Malt concentrate, 100 mt per year, for use in chocolate beverage industry, standard packing, delivery June-December. Quote: C&F - La Guaira. Bank ref: Royal Venezolano Bank (Parque Humbolt Branch). Contact: Roberto Redonda, Bacor C.A., Baycor C.A. Centro Empresarial Miranda, Piso 2, Of. "L", Av. Francisco De Miranda, Los Ruices, Caracas, Venezuela. Telex: 25266. Phone: 239-10-33.
- 0914 Dried milk (Venezuela). Wants 50 mt, max 12 fatty substance, packages 25 kg, delivery in July. Requests replies from producers only. Standard specifications. Quote: C&F - La Guaira. Bank ref: Royal Venezolano Bank (Parque Humbolt Branch). Contact: Roberto Redonda, Baycor C.A., Centro Empresarial Miranda, Piso 2, Oficina "L", Av. Francisco De Miranda, Los Ruices, Caracas, Venezuela. Telex: 25266. Phone: 239-10-33.

- 0915 Alfalfa, Timothy, and Sudan hay (Japan). Cattle feeds, (A) Alfalfa hay cubes, (B) Alfalfa hay, (C) Timothy Hay, and (D) Sudan hay. Total of 1,000 mt. Specific information required. Item (A) in bulk; item (B), (C), and (D) in bales - about 50 kgs to a bale. Immediate delivery. Quote: C&F. Bank ref: Bank of Tokyo, Kayaba-Cho Branch, Tokyo. Contact: Daijiro Tomita, Assistant Manager of General Product Department, Gunze Sangyo, Inc., 3-17, Kanda Nishiki-Cho, Chiyoda-Ku, Tokyo, Japan. Telex: GUNZETRA J 22275. Cable: GUNZETRADE TOKYO. Phone: (03) 294-4141.
- 0916 Sheep (Egypt). Request bids for Tender No. 17/1981 for 25 thousand plus or minus 10 percent live sheep from convention countries or in free currency. Shipped in two or three consignments during August/September 1981. Last consignment should arrive Egyptian ports September 15, 1981. Conditions and specifications available address below against payment due fees taking into consideration Ministerial Decree No. 1036/78. Offers must be made through an Egyptian agent. Contact: General Authority for Supply Commodities, Purchasing Committee for Animal Products, 24, El-Gomhouria Street, Cairo, Egypt. Telex: 92062 ESTRAM. Cable: ESTRAM.
- 0917 Poultry joint venture operation (Egypt). An Egyptian firm is seeking assistance from a U.S. company in establishing and operating poultry farm in Egypt to produce annually 15 million table eggs and 1 million broilers. Egyptian partner has land 15 km northwest of Cairo. Water and electricity available, paved road. U.S. partner to provide equipment and management. Egyptian partner to provide land, construction of facilities, and share in capital costs. Bank ref: Barclays Bank, Cairo, Egypt. Contact: Mohamed Nabih Debess, Debess Company, 33, Abo El Feda Street, Zamalek, Cairo, Egypt. Phone: 808142.
- 0918 Feed ingredients (Switzerland). Animal and vegetable based raw materials, waste and by-products, suitable for compound feed industry; edible proteins. Company seeks European or individual country representation. Quote: CIF Rotterdam. Bank ref: Union Bank of Switzerland, 5400 Baden. Contact: U. Zuppiger, Intercom-H. Strittmatter Ag, Suhrerstrasse 24, P.O. Box 237, 5036 Oberntfelden, Switzerland. Telex: 982162. Phone: 064/45 01 01.
- 0919 Confectionary (Switzerland). Wants confectionary, sugarless. Product must conform to Swiss food ingredient and labelling regulations. Bulk or consumer pack. Other details to be agreed. Quote: FOB U.S. East Coast port. Bank ref: Credit Suisse, 6301 Zug. Contact: Paul O. Egli, Inter Consumer Goods Ag., 3 Gotthardstrasse, 6300 Zug, Switzerland. Telex: 78804. Phone: 042/21 90 57.
- 0920 Casings (Hong Kong). Artificial sausage skin, 800 cases, top quality. Quote: CIF Hong Kong. Bank ref: The Hong Kong and Shanghai Banking Corporation. Contact: Lam Wan Lung, Wah Yu & Co., Flat "A", 7/F, On Luen Building, 7-11 Kimberley Street, Tsimshatsu, Kowloon, Hong Kong. Telex: 38991 WALCO HK. Phone: 3-679-690, 3-679-700.
- 0922 Broilers (Egypt). Wants 5,000 mt divided into 5 shipments, 1,000 mt monthly, U.S. Grade A, 800-1,400 grams each bird, in cartons, each carton around 15 kg. Each bird must be packed in a polyethelene bag. Delivery end of May 1981. Slaughtered according to Islamic rites. In storage not more than 2 months before shipment. Labels should be in Arabic and

English. Quote: CIF Alexandria. Contact: Mohamed H. Dawood, East for Trading and Investment, 4, Diwan Street, Garden City, Cairo, Egypt. Telex: 93782 TALAT-UN. Phone: 22303.

- 0923 Sunflower seeds (Ecuador). Experimental plantings, therefore need info on cultural practices. 5 kilo (as samples) of each variety. Best oil production and seed production varieties recommended. Weather in Ecuador, 12 hours daylight all year, under irrigation. 20 C day 10 C night, everyday, 1,500 mtrs., windy in p.m., labels in Spanish. Quote: C&F Quito, Ecuador. Bank ref: Banco La Previsora, Quito, Ecuador. Contact: Diego Fernandez Salvador Eastman, 2542 Hcolon Ed D.F. Salvador, Ecuador. Telex: 210 892. Phone: 210-892 QUITO, ECUADOR.
- 0924 Pork products (Chile). A) Pork hind legs, deboned, frozen, 50 tons a month; B) Pork halves, frozen, 100 tons per month. Grade A quality. Suitable for ocean freight shipment. Quote: CIF Valparaiso, Chile. Bank ref: Banco Del Trabajo, Bandera 102, Santiago, Banco De Chile, Ahumada 251, Santiago. Contact: Marcelo Jeanneret or Enrique Russi, Industrializadora Del Agro. Ltda., Los Carrera 444, Melipilla, Chile. Telex: AARIZ - 40742 - CL. Cable: ARIZTIA, MELPILLA, CHILE. Phone: 23169, MELIPILLA.
- 0926 Raisins (Chile). 40-50 tons, Corinthe, regular size. Salutar. Without insects or any foreign or toxic material. Without little peduncles. Outside: Compact cardboard. Inside: Paraffinate. Packaging: Paper. Capacity: 10-15 kg/pack. Quote: CIF Valparaiso. Bank ref: Banco Sud Americano, Morande 226, Santiago. Contact: Rolf Hellwig, Savory S.A., Vicunna Mackenna No. 4230, Chile. Telex: 94690 SAVORY KU. Phone: 513259.
- 0927 Cooking oils (Denmark). Liquid and solid oils for cooking - (vegetable oil, vegetable ghee, corn oil, etc.) for Middle East. Large quantity. Cans or plastic bottles of approximately 1-5 liter and 15 liter. FOB price per 20 or 40 ft. container load. Company wishes to establish permanent business relationship with manufacturer/processor/packer. Bank ref: Handelsbanken Copenhagen. Contact: Iradj Amini, Euroex, Halevejen 16, DK-5932 Humble, Denmark. Cable: EUROEX. Phone: (09) 57 17 44.
- 0928 Brown rice (Belgium). 10,000 - 20,000 - 30,000 mt in one shipment. Long grain rice in bulk. Quote: CIF Portugal ports. Bank ref: International Bank, Luxembourg. Contact: Albert Benoit, Benoit Import-Export, Boulevard Auguste Reyers 32, B-1040 Brussels, Belgium. Phone: 02/736.25.28.
- 0930 Feed supplements (Egypt). Preparations for poultry and animals including feed supplements for animal health and production, vaccines, syrum, disinfectants and antibiotics. Poultry feeds, blood meal (2,000 tons), bone meal (1,000 tons), and shell meal (1,000 tons). Requests offers FOB & CIF Alexandria ASAP. Contact: Dr. Mamdouh Nazmi Ayad, Dr. Ayad Farm, 2, Hussein El Memary Street, Kasr El Nil, Cairo, Egypt. Cable: AYADTEX, CAIRO. Phone: 758918/741573.

(The following trade leads were provided by Commercial Officers of the U.S. Department of Commerce).

- 0931 Rice, coffee, sugar, chicken (Kuwait). Interested in importing 15,000 tons of rice and sugar respectively, as well as frozen chicken and coffee. Arab

Coast Trading was formed one year ago and wants to expand its business with the U.S. Bank ref: Kuwait Chamber of Commerce & Industry, P.O. Box 775 Safat, Kuwait. Contact: Abdulla Abdul Jader, Arab Coast Trading Est., P.O. Box 26276 Safat, Kuwait. Telex: 4893 KABJO KT. Phone: 639310/625694.

- 0932 Snack foods (Thailand). Interested in food preparations, such as potato chips, almonds, chocolate, etc., in can or paper boxes. Requests: C.I.F. Bangkok prices, samples. Contact: Mr. Hingorini, Hemica International Traders, 7 Rajprasong Road, Bangkok, Thailand. Cable: SHALIMAR, BANGKOK. Phone: 251-0890.

Foreign Trade Developments

Nigerian exhibition. The 2nd Agric-Food Expo will take place in Ibadan, Nigeria, November 2-7, 1981. The exhibition will include agricultural machinery, irrigation equipment, food production and processing, livestock, buildings and silos. For further information contact Mary E. Gray, I.C. Publications Ltd., 122 E. 42nd Street, Suite 1121, New York, New York. 10017.

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